

SBIR March Webinar

How to Take Your Company to the Next Level

March 27, 2013 - Washington, D.C.



Webinar Overview

- Updates on Frequently Asked Questions
- Feedback
- Commercialization w/ AngelList's Ash Fontana
- Q&A

Updates on Frequently Asked Questions

- Check out the Updated FAQ at
<http://www.sbir.gov/faq/general>
- Previous Webinars Now Posted
<http://www.sbir.gov/content/sbir-webinars-posted-online>

Feedback and Q&A

- Questions on Technical Issues?

<http://www.sbir.gov/feedback>

Featured Speaker

Ash Fontana



- Ash Fontana is an executive, entrepreneur and investor based in San Francisco.
- Ash currently works as the Venture Hacker on AngelList, the leading early-stage investment platform in the world.
- His last startup – Topquest – built marketing technology for the travel industry and sold after just 18 months. Along the way he signed deals with the biggest hotel (InterContinental), airline (United) and gaming (Cesars Entertainment) companies in the world.
- Topquest raised money from Peter Thiel's Founders Fund, Ron Conway's SV Angel, and other top-tier VCs and angel investors. Previously, Ash founded a number of web marketing and network consulting companies while at high school at college.

Commercialization

- What is a Venture Hacker?
- Can you give us an overview of the funding climate?
- What is AngelList?
- Who is behind AngelList?
- What's the correct way to approach investors?
- How to gain access to top flight investors?
- What are the attributes of companies on AngelList that are successfully funded?
- What are some top mistakes companies make when they are seeking funding?
- How are SBIR/STTR firms viewed by the investing ecosystem?
- Does geographical area matter in seeking funding?
- Do patents matter in seeking funding?

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Questions?